



Telebusiness Representative – Dallas

Trintech is the leading global provider of integrated software solutions for the Last Mile of Finance. From the time a transaction occurs to the time financial statements are issued, Trintech's innovative Unity Suite automates data collection, account reconciliation, financial close management, financial reporting, XBRL, and financial control testing. As a result, our 600 clients and 100,000 users worldwide benefit from an enterprise wide view into critical financial processes, and are able to increase efficiency, improve visibility, shorten cycle times, lower costs, and reduce risk.

The Telebusiness Representative is responsible for delivering Trintech' message to CFO's, Chief Accounting Officers, Controllers, and other finance and accounting professionals in targeted companies to generate qualified opportunities for transition to Trintech's sales executives. The position requires a disciplined work ethic, high volume of activity, and a relentless commitment to success. The Telebusiness Representative must also understand each prospect's unique business drivers, and consequently adapt the Trintech value proposition to each situation. This is a great entry level position with the opportunity to gain marketable experience and grow with a proven technology company.

Responsibilities

- Achieve a monthly quota of qualified opportunity transitions
- Maintain accurate and complete records of activity and information collected in salesforce.com and other CRM tools
- Create a cohesive sales strategy aligned with regional sales executives in each assigned territory
- Understand Trintech product strengths, functionality, positioning, and adapt that understanding to our customers' specific needs
- Under direction, manage tactical marketing communication activities and lead generation programs and events

Qualifications and Characteristics

- Bachelor's degree in Business or equivalent experience
- Proven track record of achieving aggressive established targets or quotas
- Minimum of 2 years experience in sales development, telesales, or telebusiness experience in cold calling and prospecting directly to enterprise customers
- Excellent communication and interpersonal skills
- Knowledge of finance operations is a plus
- Completion of formal sales training programs helpful

Working at Trintech

Trintech has over 180 employees in the US and Europe. Trintech provides employees with a strong benefits package including Medical, Dental, Prescription, Vision, Life and Disability Insurance, as well as a 401K plan and 3 weeks paid vacation to start.

Trintech is an Equal Opportunity Employer